

Message Text

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ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 SS-15 NSC-05 COME-00 OMB-01

TRSE-00 AID-05 XMB-02 CIAE-00 INR-10 NSAE-00 /059 W

-----116510 241838Z /50

R 231530Z MAR 78

FM AMCONSUL ZAGREB

TO SECSTATE WASHDC 5100

INFO AMEMBASSY BELGRADE

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E.O. 11652: N/A

TAGS: EFIN, YO, BTIO

SUBJECT: FINANCING FOR DOW/INA PROJECT

REF: (A) ZAGREB 138; (B) STATE 14670

1. PRIVRDENA BANKA (PB) OFFICIAL TOLD CONGEN OFFICER THAT BANK IS DISCUSSING FINANCING FOR DOW/INA PROJECT WITH A NUMBER OF MAJOR INTERNATIONAL BANKS, INCLUDING SEVERAL AMERICAN BANKS, FOLLOWING INITIAL CONTACTS DURING TRIP REPORTED REF A. PB EXPECTS TO SELECT BANK TO ACT AS LEAD IN ASSEMBLING FINANCING FOR PROJECT WITHIN TWO WEEKS. PB HOPES THAT EXIMBANK WILL VIEW APPLICATIONS FOR FINANCING ASPECTS OF THIS PROJECT FAVORABLY, BUT HAS NOT APPROACHED EXIMBANK SINCE 1977 ALBRIGHT VISIT BECAUSE IT WISHES TO HAVE LEAD BANK SELECTED AND TO USE IT BEFORE INITIATING DISCUSSIONS WITH EXIM. PB OFFICIAL EXPRESSED OPINION THAT CONSIDERABLE PROCUREMENT FROM US WILL BE MADE ON INITIAL PHASES OF PROJECT, IF EXIMBANK FINANCING IS POSSIBLE.

2. CON GEN OFFICER NOTED CURRENT EXIMBANK GENERAL POSTURE REPORTED REF B. HE MENTIONED THAT DETAILED DATA ON PROJECT SHOULD BE AVAILABLE WHEN APPROACH TO EXIMBANK MADE.

3. IN SEPARATE CONVERSATION, US CITIZEN MEMBER OF TOP-LEVEL
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MANAGEMENT OF DOW/INA NOTED THAT SEVERAL EUROPEAN SOURCES OF EQUIPMENT FOR THIS PROJECT ARE AVAILABLE. ENTIRE IMPORTED COMPONENT COULD COME FROM WEST GERMANY, FOR EXAMPLE. OTHER COMBINATIONS OF SOURCES FROM EUROPEAN PRODUCERS ARE ALSO POSSIBLE. OFFICIAL NOTED THAT SOURCING OF EQUIPMENT WILL LARGELY DEPEND ON FINANCING WHICH PRIVRDENA BANKA IS ABLE TO ARRANGE. KAISER

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Message Attributes

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